

## Message Text

UNCLASSIFIED

PAGE 01 ANTANA 00655 181253Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 CCO-00 PASO-00 /019 W  
-----056925 190400Z /63

R 171235Z APR 78  
FM AMEMBASSY ANTANANARIVO  
TO SECSTATE WASHDC 0408

UNCLAS ANTANANARIVO 0655

E.O. 11652: N/A  
TAGS: EAIR, MA  
SUBJECT: CIVAIR: LOCKHEED HERCULES NEGOTIATIONS WITH  
MADAGASCAR

DEPT FOR AF/E

TO: C.J. HORNE  
LOCKHEED GEORGIA CO.  
MARIETTA, GEORGIA 30063  
TELEX 0542642

1. CDR BEARSE RECEIVED TELEPHONE CALL MORNING APRIL 17 FROM SECRETARY-GENERAL, MINISTRY OF DEFENSE, WHO REPORTED THAT MINISTER THAT MORNING WAS DISPATCHING TELEGRAM TO LOCKHEED MARIETTA ASKING THAT SALES REP PUTNAM RETURN TO ANTANANARIVO AS SOON AS POSSIBLE. BEARSE VISITED SEC GEN TO OBTAIN COPY OF TELEGRAM, WHICH IS IN TELEGRAPHIC FRENCH AND RATHER CRYPTIC. IF REFERS TO A PREVIOUS LOCKHEED TELEGRAM, NOT HELD BY EMBASSY, IN WHICH LOCKHEED ANNOUNCED WILLINGNESS OF HASTINGS CAPITAL TO FINANCE THE HERCULES PURCHASE. CDR BEARSE QUESTIONED SEC GEN AS TO PRECISELY WHAT SERVICES WERE REQUIRED OF PUTNAM AND LEARNED THAT GDRM WISHES MORE INFO ON BONA FIDES OF HASTINGS CAPITAL, WHAT EXACTLY HASTINGS IS PREPARED TO FINANCE (JUST THE AIRCRAFT OF THE ENTIRE PACKAGE, INCLUDING, MAFFS, VENTURA MODIFICATION, TRAINING, SPARES, ETC.?), AND THE EXACT TERMS OF HASTINGS FINANCING.

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PAGE 02 ANTANA 00655 181253Z

2. EMBASSY BELIEVES SUDDEN RENEWED INTEREST IN HERCULES IS RELATED TO APRIL 30 EXPIRATION OF LATEST LOCKHEED PRICE OFFER. WHILE DECISION ON PUTNAM'S RETURN, OF COURSE, RESTS WITH LOCKHEED, BELIEVED LOCKHEED TELEX DETAILING ANSWERS TO QUESTIONS CONTAINED PARA 1 ABOVE MIGHT PROVOKE FIRMER INDICATION OF GDRM INTENTIONS THIS MATTER AND THUS ASSIST LOCKHEED IN ITS

DECISION CONCERNING PUTNAM'S RETURN.

SAMUEL VICK SMITH  
ECON/COMMERCIAL OFFICER  
AMERICAN EMBASSY  
ANTANANARIVO SMITH

NOTE BY OCT: PASSED ADDRESSEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AIRCRAFT, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978ANTANA00655  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780166-1102  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Review Date:** 29 mar 2005  
**Review Event:**  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 2952534  
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**Subject:** CIVAIR: LOCKHEED HERCULES NEGOTIATIONS WITH MADAGASCAR DEPT FOR AF/E  
**TAGS:** EAIR, MA, LOCKHEED  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/5f0528ad-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014